

Message Text

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ACTION EA-09

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UNCLAS TAIPEI 0670

FOR: USDOC/BIC/OIM/FE-SA/KELLY

E.O. 11652: N/A
TAGS: BEXP, TW
SUBJECT: LABORATORY INSTRUMENTS EXHIBITION, MAY 1976

REF : USDOC 01334

1. FOUR TAIWAN AGENTS LISTED IN REFTTEL HAVE BEEN CONTACTED.
RESULTS ARE AS FOLLOWS:

A. LUKE CHANG OF TAI-I TRADING CO., AGENT FOR MFE CORP.,
HAS BEEN INFORMED OF THE SUBJECT EVENT BY US PRINCIPAL.
AGENT IS CURRENTLY DISCUSSING INTERNALLY THE SHARING OF
PARTICIPATION FEE. WILL ADVISE TC OF FINAL DECISION ASAP.

B. TIEN HO TRADING CO., AGENT FOR DIGILAB, INC., INFORMED
TC THAT THEIR PARTICIPATION DECISION DEPENDS ON A POSSIBLE
SALE OF ONE DIGILAB SPECTROPHOTOMETER TO LOCAL PROSPECTIVE
BUYER. AGENT EXPECTS FINALIZATION OF DEAL IN MID-FEBRUARY.

C. JOHN STONE OF SUNTOWN & CO., AGENT FOR THE VIRTIS CO.,
IS VERY MUCH INTERESTED IN PROMOTING FIRM'S NEW PRODUCT LINE,
SRC FREEZE DRYER, IN TAIWAN MARKET THROUGH PARTICIPATION
IN SUBJECT SHOW. AGENT WILL ALSO COMMUNICATE WITH MR.
HENELORY OF VIRTIS CO. TO EXPRESS HIS PARTICIPATION INTEREST.

D. MR. CHANG, MANAGER OF SAN KWANG INSTRUMENT CO., LTD.,
AGENT FOR BUEHLER LTD., IS NOW IN JAPAN. TC WAS TOLD
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THAT MR. CHANG WAS SCHEDULED TO MEET MR. NUSSBAUMER IN TOKYO,

JAPAN TO DISCUSS PARTICIPATION SUPPORT. TC WILL CONFIRM WITH
MR. CHANG ON FINAL PARTICIPATION AS SOON AS HE RETURNS
TO TAIPEI.
POPPLE

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